

Message Text

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47

ACTION COME-00

INFO OCT-01 EUR-08 ISO-00 EB-04 L-01 CEA-01 CIEP-01 OMB-01

SP-02 RSC-01 /020 W

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R 241126Z OCT 74

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 0623

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PASS COMMERCE/BEWT/OEWTD FOR SEVERANCE

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJECT: ROMANIAN NEGOTIATIONS FOR PHOTOGRAPHIC PROJECT

REF: (A) STATE 230112, (B) BUCHAREST 4892

1. EMBASSY RECEIVED NOTE FROM MINISTRY OF FOREIGN TRADE OCT. 23 GIVING DETAILS ON PROJECT FOR PRODUCING PHOTOGRAPHIC PAPER AND FILM, AND ASKING EMBASSY TO ASSIST THEM IN OBTAINING PROPOSALS FROM KODAK, AGFA GAEWERT AND GAF. ACCORDING TO THE NOTE, ONLY OLSZEWSKI HAS MADE AN OFFER; AFTER NEGOTIATIONS HAD REACHED AN ADVANCED STAGE, OLSZEWSKI MADE A NEW OFFER IN JULY 1974. THE NEW OFFER RAISED THE PRICE BY 90 PERCENT, DECLINED TO TAKE OVER THE WARRANTY AS GENERAL CONTRACTOR AND PROPOSED OTHER "UNUSUAL" COMMERCIAL CONDITIONS, "WHICH PRACTICALLY MADE THE OFFER NO LONGER ACCEPTABLE".

2. REPRESENTATIVES FROM OLSZEWSKI HAVE NOT BEEN IN TOUCH WITH EMBASSY, BUT WE ARE NOT OPTIMISTIC THAT ROMANIANS WILL CONCLUDE NEGOTIATIONS WITH THEM UNTIL WE INFORM THE MINISTRY WHETHER OR NOT OTHER U.S. FIRMS ARE WILLING TO SUBMIT A PROPOSAL. PLEASE CONTACT AGFA, GAF AND ANY OTHER POSSIBLE BIDDERS. IF BEWT BELIEVES STANDARD TRADE OPPORTUNITY SUBMISSION WOULD BE HELPFUL (AND NOT UNFAIR TO OLSZEWSKI), EMBASSY WILL SENT IT IN.

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3. PRODUCTS AND QUANTITIES INCLUDED IN PROJECT, IN THOUSANDS

OF SQUARE METERS PER YEAR:

PRODUCT	QUANTITY
BLACK AND WHITE ENLARGING PAPER (9 SIZES)	2,500
MEDIUM SPEED MEDICAL X-RAY FILM (DENTAL AND 3 SIZES UNIVERSAL)	1,000
FINE GRAIN INDUSTRIAL X-RAY FILM (10X24 CM)	50
PANCROMATIC HIGH RESOLUTION LITHOGRAPHIC (MOSTLY MICROCARD)	420
SLOW SPEED HIGH RESOLUTION LITHOGRAPHIC FILM (3SIZES)	50
GREEN SENSITIVE LITHOGRAPHIC ORTHO FILM (3 SIZES)	100
BLACK AND WHITE DOCUMENT REPRODUCTION PAPER (3 SIZES)	30
BLACK AND WHITE FINE GRAIN CINE POZITIVE FILM (32 AND 35MM)	300
BLACK AND WHITE AMATEUR FILM (3 SPEEDS 15, 18, 21 DIN); (35 MM PERFORATED IN CASSETS; 60 MM UNPERFORATED)	600
BLACK AND WHITE AMATEUR REVERSAL MOTION PICTURE (POZITIVE) FILM (2 SIZES 8MM PLUS 16MM FOR TELEVISION)	50
COLOR AMATEUR NEGATIVE FILM (35 MM)	70
COLOR PAPER FOR MAKING PAPER PRINTS FROM COLOR NEGATIVE FILM ORIGINALS (9 SIZES)	500
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COLOR CINE POZITIVE FILM (32 AND 35 MM)	1,000
COLOR REVERSAL FILM INCORPORATED COUPLER TYPE FOR SLIDES (35 MM PERFORATED IN CASSETS LEYCA)	40
COLOR REVERSAL MOTION PICTURE POZITIVE) FILM (2 SIZES 8MM PLUS 16MM FOR TELEVISION)	50

4. COPY OF DATA SHEET, WHICH INCLUDES SIZES OF EACH PRODUCT,
FOLLOWS BY POUCH ATTN: ROGER SEVERANCE.
BARNES

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Message Attributes

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Disposition Authority: shawdg
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